

## Negotiating Effectively (NE)

### COURSE NUMBER    **FAA01285**

For information about this course, contact:  
 FAA Program Manager: Shepherd Curl  
 (386) 446-7132

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### DESCRIPTION AND LEARNING STRATEGY

This three-day course focuses on developing participants' skills in negotiating workplace issues. The skills include application exercises concerning FAA workplace scenarios. Participants will practice effective negotiation techniques during the application exercises.

Methodologies for this course include highly interactive exercises to simulate the challenges of the workplace, interactive lecture/discussion, and issue analysis using case studies. Providing feedback to colleagues and receiving feedback enhances the learning experience and allows in the moment coaching.

### OBJECTIVES

- Identify negotiating opportunities in FAA scenarios.
- Develop negotiation strategies consistent with FAA Orders.
- Demonstrate effective negotiation skills.

### RELATED COMPETENCIES

- Business Acumen
- Communication
- Interpersonal Relations and Influence
- Problem Solving
- Strategy Formulation

This course may be customized for your organization in a **fee-for-service delivery**. Call **(386) 446-7132** to discuss options.

### CLASS SIZE

16 participants

### LENGTH

3 days  
 (8:00 a.m. – 4:00 p.m.)  
 24 hours

### LOCATION

Customer site or  
 FAA Center for  
 Management and  
 Executive Leadership  
 Palm Coast, Florida

### UPCOMING DELIVERIES

This course is available as a fee-for-service delivery.

### WHO SHOULD ATTEND

Supervisors and managers who work with unions

### ENROLLMENT

To arrange a **fee-for-service delivery**, call Shep Curl at (386) 446-7132.

### PREREQUISITE

None

### PRECOURSE

None

### RELATED COURSES

Labor Management  
 Relations  
 (FAA01205)